

Message Text

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PAGE 01 STATE 034588
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INFO OCT-01 ARA-10 ISO-00 EB-08 USIA-15 /034 R

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USIA/MJASKIEWICZ(PHONE)

-----160544Z 058149 /13

R 152245Z PEB 77
FM SECSTATE WASHDC
TO AMEMBASSY BUENOS AIRES

UNCLAS STATE 034588

E.O. 11652: N/A

TAGS: BEXP, AR

SUBJECT: COUNTRY COMMERCIAL PROGRAM - WCAG MEETING

REF: BUENOS AIRES 7231 AND 0541

1. ECAG MET FEBRUARY 2 TO DISCUSS REFTELS AND COUNTRY COMMERCIAL PROGRAM MATTERS.
2. WCAG HIGHLY PLEASED WITH EMBASSY TRANSITION QUARTER AND 1ST QUARTER FY 1977 REPORTS.
3. MISSION COMMENDED FOR ACTIVE PROMOTION PETROLEUM AND NATURAL GAS EQUIPMENT, HEAVY CONSTRUCTION, EARTH MOVING AND UNCLASSIFIED

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MINING EQUIPMENT, STEEL, POWER, PETROLEUM, AND MACHINE TOOL CAMPAIGNS, AS WELL AS TRADE OPPORTUNITIES REPORTING.

4. REQUEST CONTINUED REPORTING SIGNIFICANT INFORMATION ON SHIPBOARD AND PORT MAINTENANCE EQUIPMENT CAMPAIGN EVEN THOUGH CAMPAIGN DROPPED FOR LACK MANPOWER.

5. LOOK FORWARD TO COMPLETION OF COUNTRY MARKET SURVEYS ON HEAVY CONSTRUCTION, EARTH MOVING, AND MINING EQUIPMENT, AND

ON PETROLEUM AND NATURAL GAS EQUIPMENT; CMM AT

USDOC RECEIVING INCREASING NUMBER OF REQUESTS FOR CURRENT MARKET RESEARCH INFORMATION.

6. REQUEST CLOSE WATCH AND REPORTING ON LATEST DEVELOPMENTS IN THE PULP AND PAPER SECTOR. POTENTIAL OPPORTUNITIES DISCUSSED IN THE TRANSITION QUARTER REPORT SUGGEST NEED FOR FOLLOWING CLOSELY.

7. REPORTING ON DEVELOPMENTS RELATED TO HYDROELECTRIC PROJECTS PARTICULARLY DESIRED. IF SIGNIFICANT CHANGES TAKE PLACE, REQUEST REPORTING ON NATIONAL IMPACT AS WELL AS EFFECTS ON NEIGHBOR COUNTRIES.

8. WCAG PARTICULARLY PLEASED WITH HIGH LEVEL AND QUANTITY OF CONTACTS AND FIELD TRIPS REPORTED. ALSO PARTICULARLY PLEASED WITH EMBASSY USE OF SPECIAL TRADE PROMOTION TECHNIQUES: SHOWING OF USIS PRODUCED VTR TO PRIME AUDIENCES; SELECTING TRADE ARTICLES WITH USIS ASSISTANCE FOR PUBLICATION; ENCOURAGING LOCAL REPRESENTATIVES OF U.S. FIRMS TO ORGANIZE VISITS OF KEY ARGENTINE BUSINESSMEN TO PLANTS IN THE U.S.; AND PROMOTION OF MAJOR U.S. EXHIBITIONS IN COOPERATION WITH LOCAL TOUR PACKAGE WHOLESALER.

9. WCAG NOTED EMBASSY PROCESSING OF ADS REQUESTS TAKING UNCLASSIFIED

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ELEVEN OR MORE WEEKS. WCAG DESIRES CLARIFICATION WHETHER THIS TEMPORARY SITUATION BEING CORRECTED OR RESULTS FROM SHORTAGE OF PERSONNEL.

10. REGARDING SUITABLE ARTICLES FOR USE WITH CONSTRUCTION, EARTHMOVING, AND MINING CAMPAIGN, IF EMBASSY UNABLE TO LOCATE DESIRED ARTICLES, RECOMMEND USIS CONTACT USIA WITH AS MUCH SPECIFIC INFORMATION AS POSSIBLE ON TYPE OF ARTICLES TO BE USED.

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*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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TAGS: BEXP, AR
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